COMPLETE INDEX

FROM MAY, 1948 TO DATE, INCLUSIVE

EDITORIALS

Editors' Corner—Security ....Apr. 11
Rankings ....Apr. 46
Company Changes ....Feb. 11
1949 Dividend and Related Actions ....Jan. 50, Mar. 93
How many people can read one copy of a business paper? ..Jan. 6
Editors' Corner ....Apr. 11
Fitzsimmons Elected Secretary of Manhattan Life ....Oct. 9
Best Company Elects New Officers ....Oct. 76
20 Years Net Costs ....Sept. 13
1947 Annuities ....July 14
1947 Rankings ....July 12
Your Employees ....May 11

ACTUARIAL

Society of Actuaries—Merger Completed ....Feb. 6
Actuarial Honors ....Jan. 46
Actuarial Meeting ....Dec. 25
Society of Actuaries ....Dec. 25
Centenary of Institute of Actuaries ....Aug. 14
Impressions of Centenary Assembly—*E. W. Marshall* ....Aug. 14
Presidential Address—*J. Gordon Beatty* ....July 45
1947 Mortality ....July 52
Actuarial Merger ....June 66
British Centennial ....June 95

AGENCY

Home Office and Field Appointments ....Apr. 77
Claims and Agents ....Jan. 28
Agency Management Meeting ....Dec. 15
Rising Agency Costs—*W. Rankin Furey* ....Dec. 15
Agents' Survival—*J. A. McAllister* ....Nov. 18
Factors for Success—*Valentine Howell* ....Nov. 18
Second Story—*Clifford H. Orr, C.L.U.* ....Nov. 18
Beneficiary Trouble Shooting—*Alfred B. Wallace, Jr.* ....June 17
"An Answer for Everything" ....May 77

ASSOCIATIONS

Agency Management Association Executive Changes ....Mar. 55
L. A. A. Meeting ....Mar. 54
A.L.C.-L.I.A.A. ....Feb. 73
Life Brokers Forming an Association ....Feb. 26
American Life Convention ....Jan. 46, Feb. 68
Medical Directors Meet ....Jan. 43
Institute of Life Insurance ....Jan. 38
Life Insurance Association of America ....Jan. 49
L. A. A. Meeting ....Dec. 21
Polio Insurance Association ....Dec. 49
Million Dollar Round Table ....Nov. 33
Claim Association—New Officers ....Nov. 23
Presidential Address—*Walter E. Trout* ....Nov. 23
A. L. C. Meeting Excerpts ....Nov. 16–19
Presidential Address—*R. B. Richardson* ....Nov. 16
N.A.L.U.—Committee Reports ....Oct. 17
N.A.L.U.—Annual Meeting ....Oct. 18
Million Dollar Round Table ....Oct. 17
Life Insurers Conference ....Sept. 53
N.A.L.U. Annual Meeting ....Sept. 48
Presidential Address—National Negro Ins. Assn. ....Aug. 23
Combination Company Conference ....July 6
Life Insurers Conference ....July 70
Canadian Life Officers ....July 52
Home Office Life Underwriters Association ....July 70
Life Advertisers Association ....July 56
Chicago Association of Life Underwriters ....July 72
New York Chartered Life Underwriters ....July 71
New York City Life Underwriters ....July 71
Convention Ahead ....Jan. 8, Feb. 67, Mar. 28, Apr. 79
N.A.L.U.—Orr Committee Chairman ....June 78
Agency Management Association ....Aug. 8

ECONOMICS

Bigness Desirable—*Holgar J. Johnson* ....Apr. 19
It Can Happen Here—*S. Kendrick Guernsey* ....Apr. 71
Life Company Taxes ....Apr. 74
Socialistic Medical Care ....Apr. 74
Life Insurance Ownership ....Mar. 9
Call Answers Parkinson ....Mar. 31
1949 Outlook—*Holgar Johnson* ....Feb. 64
Canadian Life Insurance—*W. M. Anderson* ....Feb. 19
Review of 1948—*Clarence C. Klocksin* ....Feb. 13
1948 Record Year—*Bruce E. Shepherd* ....Jan. 13
4% Income ....Jan. 8
Inflation ....Jan. 47
Business Obsolescense—*H. Bruce Palmer* Dec. 15
Economic Trends and Life Insurance—*Raymond Rodgers* ....Dec. 15
Initiative Needed—*E. J. Faulkner* ....Nov. 23
Apathetic Trusteeship—*Wm. C. Mullendore* ....Nov. 16
$300 Billion—*Wendell F. Hanselman* ....Nov. 16
Savings Research Project ....Oct. 97
The Real Revolution—*Elliott V. Bell* ....Sept. 23
A Fair Wage for the Mortgage Dollar—*Chas. Fleetwood* ....Sept. 31
1948 First Half Review—*Charles J. Zimmerman* ....Aug. 17
Life Insurance Changing ....July 74
American System—*Paul F. Clark* ....July 41
How Much Insurance ....July 6
Group Selling—Help or Hindrance?—*J. B. Glasser* ....July 23
Group Purchases ....June 83
Life Insurance and Public Debt ....June 50
Canadian Government Annuities ....May 42, Aug. 36
Life Company Taxes ....May 57
Professional Security—*Dr. H. C. Burt* ....May 29

EDUCATION

C.L.U. Examinations ....Apr. 30
Scholarships ....Mar. 100
Training Seminar ....Feb. 32
Agency Management Training ....Jan. 9
New Aptitude Index ....Jan. 34
American College of Life Underwriters ....Nov. 71, Jan. 32
One in Seven ....Nov. 14
L. O. M. A.—Presidential Address ....Nov. 21
L. O. M. A.—Educational Changes ....Oct. 39
American College Life Underwriters ....Oct. 17
College of Life Underwriters ....Oct. 88
Training Council in Full Swing ....Oct. 6
N.A.L.U. at Work—*R. L. Walker* ....Sept. 21
C.L.U. Brochures ....Sept. 10
C.L.U. Institute ....Sept. 10
1948 C.L.U. Exams. ....Sept. 84
Training Council ....Sept. 57
American College ....Aug. 30
L.O.M.A.—Course III Revised ....July 56
Insurance Accounting ....July 63
C.L.U. Examinations ....July 48
C.L.U. Courses ....June 43
C.L.U. Questions & Answers ....May 49, June 43
Training Council Expansion ....June 79
L.O.M.A. Examinations ....May 73

INVESTMENTS

Security Valuations ....Apr. 102
Mortgage Ratios—*Joseph Malzo* ....Mar. 25
1949 Investment Seminar ....Mar. 8
1948 Investments ....Mar. 101
Real Estate Holdings ....Jan. 8
Rental Housing ....Jan. 8
Stock Ownership ....Dec. 9
Private Placements—*Sherwin C. Badger* ....Nov. 17
Equity Housing—*Frederick H. Allen* ....Nov. 17
Investment Operations—*David W. Gordon* ....Nov. 17
Mortgage Research Should Pay Dividends—*W. F. Duthie* ....Oct. 23
"New Look" on Investments—*W. W. Bodine* ....Sept. 27
American Economy ....Aug. 40
Equity Financing—*George L. Harrison* ....July 33
Canadian Investment Possibility ....July 32
Southern Investments ....May 63
Yield Insurance—*Louis H. Pink & George D. Brown* ....May 21

LEGAL

Lumbard Report—*Lumbard & Sheridan* ....Apr. 13
Legislation ....Mar. 102
Section 213 ....Feb. 65
Legal Spotlight—*O. D. Brundidge* ....Apr. 25
Marital Deduction—*Dennis B. Maduro* ....Nov. 33
Status of Agents—*Victor A. Lutnicki* ....Nov. 19
Reading the Policy—*Frank E. Spain* ....Nov. 19
Reinstatements—*Powell E. Smith* ....Nov. 19
Mail Order Indictments ....Oct. 37
South Carolina Commissioner ....Oct. 9
Telephone Recordings ....Oct. 68
Wisconsin Commissioner ....Oct. 98
Zazove Case ....Sept. 34
Insurance Regulation—Now "Commerce" ....Aug. 34
1948 Revenue Act Amended ....Aug. 28
War Clauses and Group—Committee Reports ....July 57
Commissioners' Meeting ....July 70
Insurance Regulation—*Newell R. Johnson* ....June 13
Abandoned Property Law ....May 8
1948 Revenue Act—*Samuel J. Foosaner* ....May 33

PENSION DATA

Insured Plans—*Paul A. Hazard, Jr.* ....Jan. 35
Pension Data—*A. J. Ostheimer, 3rd* ....Nov. 33

PUBLIC RELATIONS

Life Occupations ....Apr. 58
90 Minutes of Tomorrow ....Feb. 17

The Institute Today—*Edwin W. Craig* ....Jan. 21
Marriage Bonds and Family Security ....Jan. 46
Interviews—*Harry Barsantee* ....Dec. 21
Policyholder Publications—*H. B. Brown* ....Dec. 21
Agency Public Relations ....Oct. 36
American Family Close-Up ....Oct. 96
Russell Award—Ecker Selected ....Oct. 6
Annual Reports Honored ....Sept. 52
Life Insurance as a Career—*Norman W. Rowley* ....Aug. 11
Life Insurance Knowledge Lacking ....Aug. 36
Television—Stevenson Participates ....July 44
Essential to Life Insurance ....June 6

SELLING

Objections Lead to Sales —*Edw. J. Doyle, Jr.* ....Apr. 29
Persistency Study ....Apr. 73
Persistency Prescriptions ....Apr. 21
Try Cold Canvass—*Norbert A. Bush* ....Apr. 15
Weekly Premium—Its Future—*R. L. Walker* ....Mar. 59
Key Words to Successful Prospecting—*Louis C. Smith* ....Mar. 29
Finding a New Agent—*Ralph H. Rice, Jr., C.L.U.* ....Mar. 33
National Quality Award ....Mar. 101
Take a Tip from Joe—*Thomas E. Jarvis* ....Mar. 19
Weekly Debit—*R. L. Walker*
The Assistant Manager in Action ....Feb. 23
New Year's Resolutions—*R. L. Walker* ....Jan. 39
Business Insurance—*Daniel Friedman* ....Jan. 19
Ordinary Gain Down ....Jan. 8
"Borrow from Brownold" ....Dec. 12
More Strings to His Bow—*Geo. P. Shoemaker* ....Dec. 21
So You Want To Be An Assistant Manager—*R. L. Walker* ..Dec. 43
Persistent Business ....Nov. 6
So You Want to Be a General Agent?—*T. G. Murrell* ....Nov. 27
Good Debit Management—*R. L. Walker* ....Nov. 43
Transplanting Agents ....Nov. 29
Books ....Nov. 66
Successful Virtues—*Dr. Perry L. Rohrer* ....Nov. 33
Average Millionaire ....Nov. 39
Closing Techniques on the Debit—*R. L. Walker* ....Oct. 29
Ordinary Net Gain Down ....Oct. 9
Educational Policies ....Sept. 46
They Tell Me—*Stewart Campbell* ....Sept. 65
The Finishing Touch—*F. G. Heller* ....Sept. 83
Sell Yourself to Yourself—*S. W. Sill* ....Sept. 45
Logic on Prospecting ....Sept. 74
Why Do It the Hard Way?—*James P. Graham, Jr.* ....Sept. 41
The Other Company Does—Why Don't You?—
Elmer H. Hardbeck ....Sept. 79
The Pay Off—*J. W. Millholland* ....Sept. 59
Three Strikes—*Ben Epstein* ....Sept. 17
Are You an Executive?—*Hal Van Cleve* ....Aug. 19
Contests—*Ben Epstein* ....Aug. 35
Visual Selling Tools—*R. L. Walker* ....Aug. 37
State License Changes ....Jan. 49, Feb. 78, Mar. 99, Apr. 75
Collegians and Selling—*H. H. Maynard* ....July 53
Persistency Rating Chart ....July 32
Invest in Prestige—*George W. Lubke, Jr.* ....July 19
Million Dollar Policy—*John H. Greene* ....July 16
Industrial—Prospecting for Quality Business—
Robert L. Walker ....July 27
Merchandising for Profit—*Elmer C. Sutter* ....July 51
Sales ....Every Month Page 4
Rx for Personal Mental Health—*Karl S. Bernhardt* ....June 25
Service Attitude Pays Off—*R. L. Walker* ....June 37
Small Town Possibilities—*L. K. Porritt* ....June 29
A Check Is a Double Check—*James P. Graham* ....May 39
Group Coverage—*E. B. Whittaker* ....May 15
Knowledge Brings Success—*Ernest D. Rejo, C.L.U.* ....May 43
Knowledge in Action Is Power—*R. L. Walker* ....May 19
Making Every Call Count—*Harvey M. Chesney* ....May 25
Unique Examples—*Glen W. Wolcott* ....May 41

STATISTICS

Benefits Paid ....Apr. 48
Canadian Benefits ....Apr. 75
Claims ....Apr. 45
Mortality ....Mar. 90
1949 Dividend and Related Actions ....Mar. 93
Fatal Accidents ....Feb. 30
Income Options ....Dec. 8
Insurance Ownership ....Dec. 95
Sub-Standard ....Nov. 71
Annuities Over $3 Million ....Oct. 75
Paid-Up Life Exceeds $14 Billions ....Oct. 9
Using a Punched Card Machine—*James C. Constable* ....Oct. 55
Fraternal and Assessment Figures ....Sept. 37
Fraternal Statistics ....Sept. 58
Juvenile Accidents ....Sept. 25
Premiums ....Sept. 7
Lapses Normal ....Sept. 64
Benefit Payments ....Aug. 59
Group in 1947 ....Aug. 66
Insurance Dollar ....Aug. 43
1947 Mortality ....July 52
Dividends Paid Exceed Half Billion ....July 50
Fraternal Statistics ....July 6
Personnel ....June 72
Population Increasing ....June 94
Longevity ....May 12

UNDERWRITING

Insurance to Income—*Ross E. Moyer* ....Mar. 25
Underwriting Examinations—Requirements Modified ....Mar. 30
Income Disability—*Earl M. Mackae* ....Jan. 29
Home Office Underwriting ....Dec. 68
Insurability—95 out of 100 ....Dec. 12
Table X—*W. E. Price* ....Dec. 33
Institute of H. O. Underwriters Meeting ....Nov. 10
The Beneficiary ....Oct. 37
Sectional Longevity ....Oct. 12
Health Conservation Foundation ....Aug. 27
Medical Underwriting—*Dr. Reynold C. Voss* ....Aug. 26
Old Age Mortality ....July 73
Financial Underwriting—*Wm. H. Harrison* ....June 19

WOMEN

Worming My Way "In"—*Mary B. Crowe* ....Apr. 33
My Favourite Close—*Phylis McGahey* ....Feb. 35
Report of the Research Committee—*Helen Pendergast*
Jan. 27, Feb. 27, Mar. 63
Women's ¼ Million Table ....Oct. 19, Nov. 61
Personality Parade—*Elma Easley*
May 37, June 41, July 49, Aug. 41, Sept. 47
Enjoy Life Insurance—*Mildred F. Stone* ....June 23
Objectives—*Marion S. Eberly* ....May 75

MISCELLANEOUS

Around the Office—*Guy Fergason* ....Mar. 85
Mechanical Accounting Aids—*Sam J. Sivell* ....Jan. 63
Suggestion Systems—*C. H. Hall* ....Jan. 57
Medical and Claims—*Dr. R. M. Filson* ....Nov. 23
Dividends in Letter Writing—*Kenneth B. Horning* ....Nov. 75
Efficient Management—*Guy Fergason* ....Oct. 49
Fire Protection vs. Burglary Protection—*John Mosier* ....Oct. 63
In-Plant Feeding—*Fuller Ross* ....Oct. 65
The New Look for Offices—*Harry B. Haag* ....Oct. 69
Planned Lighting—*Charles I. Brady, Jr.* ....Oct. 43
Putting on the Squeeze—*W. F. Cooper, Diebold, Inc.* ....Oct. 47
We Learned to File—*Wendell E. Kindley* ....Oct. 53
Office Equipment Directory ....Feb. 63, Mar. 87, Apr. 69
Motivations—*F. J. Roethlisberger* ....Sept. 71
Director Changes ....Apr. 102
Envelope Economics ....Aug. 33
Training Program for Employees—*Alice Ryan* ....July 67
Are Managers People?—*Harry K. Tootle* ....June 71
Lawyers and Underwriters ....June 33
Modern Aids to Office Efficiency ....Apr. 52
Employee Attitudes—*Claude V. McBroom* ....May 69

INSTITUTIONS REPORTED UPON

Acacia Mutual, Washington, D. C.
(Errata) ....Sept. 85
(Three New Officers Appointed) ..Dec. 71
Aetna Life, Hartford
(Stockholders' Publication) ....May 79
(Favorably Examined) ....July 77
(Increases Dividend Scale) ....Dec. 71
(Promotions) ....Mar. 37
Amalgamated Life & Health, Chicago
(Examined) ....Nov. 81
American Bankers Credit, Alexandria
(Taken Over by Old Republic Credit) ....June 85
American Home Life, Topeka
(Seitz President) ....Dec. 71
American Hospital & Life, San Antonio
(Stock Dividend) ....May 79
American International
(New Company) ....Oct. 99
American National, Galveston
(Favorably Examined) ....May 79
(Double Indemnity from Birth) ..Sept. 85
(Buys Conservative Life) ....Apr. 81
American United, Indianapolis
(Favorably Examined) ....May 79
(Spence Agency V.P.) ....Aug. 67
(Dividend Scales Increased) ....Aug. 67
Appalachian Life, Huntington
(New Company) ....Mar. 37
Atlantic Life, Richmond
(Bache, Jr. Secretary) ....Mar. 37
Austin Life, Austin
(Capital Increase) ....Nov. 81
Bankers Life & Casualty, Chicago
(Takes over John Marshall) ....Sept. 85
Bankers Life, Des Moines
(Reduces Group Annuity Rates) ..Nov. 81
(Group Permanent Rates) ....Nov. 81
(Loewy Economist) ....Jan. 69
Bankers Mutual Life, Freeport
(Changes to Old Line) ....Apr. 81
Bankers National, Montclair
(Stock Dividend) ....Feb. 34
(Favorably Examined) ....Mar. 37
Bankers Union Life, Denver
(Favorably Examined) ....Nov. 81
Berkshire Life, Pittsfield
(Executive Promotions) ....Feb. 34
(College Training Plan) ....Apr. 81
Canada Life, Toronto
(Dividend Scale Continued) ....July 77
Central Life, Des Moines
(Poorman President) ....Mar. 38
Central Life, Chicago
(Favorably Examined) ....Mar. 38
Citizens National Life, Indianapolis
(Ray Executive V.P.) ....Jan. 69
Colonial Life, East Orange
(Cornerstone Laid) ....July 77
(Moves) ....Nov. 82
(Favorably Examined) ....Dec. 72
Columbian National, Boston
(Accident & Health Changes) ....May 79
(Robinson Agency Vice President)
Sept. 85
(Increases Life Limits) ....Feb. 34
(Waives Notary & Witness Requirements) ....Mar. 38
(Extends Grace Period) ....Mar. 39
Commercial & Industrial Life, Houston
(New Company) ....May 39
Commonwealth Life, Louisville
(Planning and Methods) ....Mar. 39
(Agency Changes) ....Mar. 39
Confederation Life, Toronto
(Macdonald Dies) ....Jan. 69
(Promotions) ....Feb. 34
Connecticut General, Hartford
(Executive Changes) ....July 77
(Changes in Commercial A. & H. Program)
Feb. 36
(Huntington Dies) ....Mar. 39
(Agents Employees) ....Apr. 82
(Brokerage Advisory Committee) ..Apr. 82
(Executive Promotions) ....Apr. 83

Connecticut Mutual, Hartford
(Promotions) .....June 85
(Continuing Dividend Scale) .....Dec. 72
(Autoplan Income Agreement) ....Mar. 40
(Loomis Retires) .....Apr. 84
Continental American, Wilmington
(Favorably Examined) .....Feb. 37
Continental Assurance, Chicago
(Capital Increase Proposed) .....June 85
(Passes Billion Mark) .....Dec. 72
(Rinker Vice President) .....Mar. 41
Eastern Life, New York
(Issuing Disability Income) .....Oct. 99
(Ish-Kishor Dies) .....Oct. 99
Equitable Life, New York
(Goldstein Branch Manager) .....Apr. 84
(Dow Named Vice President) ....Apr. 85
Equitable Life, Washington
(New Appointments) .....Dec. 73
Equitable Life, Des Moines
(Executive Changes) .....July 77
(New Modified "3") .....Dec. 73
(H. O. Promotions) .....Mar. 41
Farm Bureau Life, Columbus
(Favorably Examined) .....June 85
Farmers Life, Des Moines
(Examined) .....June 86
Federal Life, Chicago
(Favorably Examined) .....Oct. 99
(50th Anniversary) .....Feb. 37
Fidelity Health & Accident Mutual, Benton Harbor
(Qualifies in Michigan) .....July 78
Fidelity Mutual, Philadelphia
(Shoemaker Dies) .....Nov. 82
(Executive Changes) .....Mar. 42
Fidelity Union Life, Dallas
(Favorably Examined) .....Dec. 74
Franklin Life, Springfield
(Favorably Examined) .....July 79
(Frederick & Dobbs Promoted) ....Mar. 42
George Washington Life, Charleston
(Emry C. Green President) .....Oct. 99
(New Income Disability Coverage) Feb. 38
Globe Life, Chicago
(Favorably Examined) .....Oct. 100
Golden State Mutual, Los Angeles
(Examined) .....Sept. 86
Grange Mutual Life, Nampa
(Examined) .....May 80
Great American Reserve, Dallas
(Stock Dividend) .....Apr. 85
Great Southern Life, Houston
(Favorably Examined) .....Dec. 74
Great United Mutual Benefit, Centralia
(Being Liquidated) .....June 86
Guarantee Mutual, Omaha
(Enters Sickness Field) .....Nov. 83
(Kiplinger Vice President) .....Apr. 85
Guarantee Reserve Life, Hammond
(Indictment Dismissed) .....Jan. 69
Guardian Life, New York
(Executive Changes) .....Aug. 67
(New Special Policies) .....Nov. 82
(Executive Appointments) .....Feb. 38
Gulf Life, Jacksonville
(Favorably Examined) .....Oct. 100
Hawaiian Life, Honolulu
(New Company) .....Oct. 100
Home Life, New York
(Entering Group Field) .....Nov. 84
(Executive Changes) .....Feb. 39
Homesteaders Life, Des Moines
(Fraternal to Old Line) .....Oct. 101
(Mantz Executive V.P.) .....Nov. 85
(Takes over Assessment Societies) Dec. 74
(Mantz President) .....Apr. 86
Illinois Bankers, Mommouth
(Lawyers Paid) .....June 86
(Reinsures Peerless Life & Accident Dec. 75
Imperial Life, Asheville
(Executive Promotions) .....Apr. 86
Indianapolis Life, Indianapolis
(Favorably Examined) .....Sept. 86
Inter-Ocean Insurance, Cincinnati
(Enters Life Field) .....June 87
Investors Syndicate, Minneapolis
(Insurance Through North Amer. L. & C.) .....Apr. 86
Jefferson National, Indianapolis
(New Home Office Building) ....Jan. 70
Jefferson Standard, Greensboro
(Retirements) .....Aug. 68
(Agency Promotions) .....Feb. 39
John Hancock Mutual, Boston
(House Organ Awards) .....July 79
(Clark Becomes Chairman) .....Aug. 68
(Divver Advertising Manager) ....Dec. 75
(Regional Supervisors Appointed) Jan. 70
(2nd Vice Presidents) .....Apr. 91
(Auditing Promotions) .....Apr. 91
Kansas City Life, Kansas City
(Arnold Vice President) .....Apr. 92
Kansas Farm Life, Manhattan
(New Company) .....June 87
Kentucky Central Life & Accident, Anchorage
(Report of Audit) .....July 80
(Stock Dividend) .....Jan. 71
Lafayette Life, Lafayette
(Executive Changes) .....Mar. 43
Liberty National, Birmingham
(Adopts CSO) .....Aug. 69
(Clayton Vice President) .....Mar. 43
Life & Casualty, Nashville
(Favorably Examined) .....July 80
Life of Georgia, Atlanta
(Executive Changes) .....Oct. 102
(New Policies) .....Oct. 102
(Nine-Day Holiday) .....Dec. 75
Life of Virginia, Richmond
(Radio Advertising) .....June 90
(Glazier Actuary) .....Dec. 76
Lincoln National, Fort Wayne
(Favorably Examined) .....July 80
(Promotions) .....Apr. 92
Loyal Protective, Boston
(1948 Atmosphere) .....Oct. 102
(Home Office Promotions) .....Apr. 93
Manhattan Life, New York
(Home Office Changes) .....Sept. 86
Manufacturers Life, Toronto
(House Featured) .....May 80
Massachusetts Mutual, Springfield
(Lackey Dies) .....May 80
(Perry Retires) .....Aug. 69
(Family Income Rider) .....Oct. 103
(Convertible & Renewable Term Contract) .....Oct. 104
(Cashiers' School) .....Nov. 85
(Mortgage Policy) .....Dec. 76
(Timely Mail Folder) .....Dec. 77
(Executive Changes) .....Mar. 43
(H. O. Enlargement) .....Apr. 93
Metropolitan Life, New York
(Lincoln Now Executive Officer) ..June 88
(Correction Notice) .....Aug. 69
(Managers' Conference) .....Nov. 86
(More Plain Talk*) .....Dec. 77
(Executive Promotions) .....Feb. 40
Michigan Life, Detroit
(Executive Promotions) .....Apr. 94
Mid-Western United, Fort Wayne
(New Company) .....Nov. 87
Minnesota Mutual, St. Paul
(Venables New Medical Director) ..Apr. 94
Missouri Insurance, St. Louis
(United Deal Off) .....Feb. 41
Missouri State Life, St. Louis
(More Litigation) .....Oct. 104
(Report Filed) .....Jan. 71
Monarch Life, Springfield
(Favorably Examined) .....May 81
Mutual Benefit Life, Newark
(Family Protection Rider) .....Oct. 105
(Definitizes Supervisory Program) Dec. 78
(Unique General Agency) .....Jan. 71
(Richardson Agency Wins Honors) Mar. 44
(Selling Honors) .....Mar. 44
(D. I. Arrangement) .....Apr. 94
Mutual Life Assurance, Waterloo
(Executive Promotions) .....Aug. 70
(Passes Billion Mark) .....Nov. 87
Mutual Life, New York
(New Home Office) .....July 81
(Speeding Payment of Death Benefits) .....Sept. 87
(Patterson Dies) .....Oct. 106
(New Home Office) .....Nov. 88
(Myrick Retiring) .....Feb. 42
(Dividend Scale Revised) .....Feb. 43
(Dawson Executive V. P.) .....Mar. 45
Mutual Trust Life, Chicago
(New Juvenile Plans) .....Mar. 45
National Fidelity Life, Kansas City
(D.I. from 0-55) .....Oct. 106
National Guardian, Madison
(Favorably Examined) .....Dec. 79
(Schmedeman, Jr. Agency Vice Pres.) Dec. 79
National Life & Accident, Nashville
(Favorably Examined) .....Jan. 72
National Life, Montpelier
(Efficiency Survey) .....May 81
(Slattery, Vice President) .....Sept. 88
(Executive Changes) .....Mar. 46
National Reserve Life, Topeka
(Erlandson Vice President) .....Mar. 46
National Service Life, Washington
(Extended 5 Years) .....Aug. 70
Nebraska National, Lincoln
(Examined) .....Aug. 70
New England Mutual, Boston
(Leaders) .....May 82
(Promotions) .....June 88
(Ordinary Life Policy) .....Nov. 88
(Apartment Development) .....Jan. 72
(Home Office Promotions) .....Apr. 95
New York Life, New York
(Van Schaick Retires) .....May 82
(Josephs President) .....June 88
(Favorably Examined) .....June 89
(Executive Changes) .....Aug. 71
(Public Relations) .....Sept. 89
(Myers Executive V.P.) .....Dec. 79
(Claim Payments Simplified) ....Dec. 80
(Phillips Vice President) .....Feb. 43
(Promotions, etc.) .....Apr. 95
New York Savings Banks, New York
(Limit Raised to $5,000) .....May 82
North American Life & Cas., Minneapolis
(Opens New Home Office) .....Aug. 71
(See Investor's Synd.) .....Apr. 86
North American Life, Toronto
(Passes Half Billion) .....Jan. 73
(New Medical Forms) .....Feb. 43
North American Life & Casualty, Minneapolis
(Capital Doubled) .....Mar. 47
(Providing Ins. for Investors Synd.) .....Apr. 96
North American Reassurance, New York
(Oden President) .....May 83
North Carolina Mutual, Durham
(Promotions) .....June 89
(Favorable Publicity) .....Apr. 97
Northern Trust Life, Aurora
(Indicted) .....June 90
Northwestern Mutual, Milwaukee
(Compend—Correction Notice) ...Aug. 71
(Dividend Scale Reduced) .....Nov. 89
(Policyholders' Committee) .....Nov. 89
Northwestern National, Minneapolis
(Favorably Examined) .....July 81
(Retirement Plans) .....July 81
(Benefit Plans Liberalized) .....Aug. 71
(Year End Figures) .....Feb. 44
Occidental Life, Los Angeles
(Executive Promotions) .....Aug. 72
(Mortgage Group) .....Oct. 107
(Family Income with National Service) Dec. 80
Ohio National, Cincinnati
(Mutualization Decision) .....July 82
(Mutualization Underway) .....Apr. 97
Old American, Seattle
(Examined) .....June 90
Old Line Life, Milwaukee
(New Home Office Building) .....May 83
(Favorably Examined) .....Sept. 89
Pacific Mutual, Los Angeles
(General Agents Service) .....June 90
(Favorably Examined) .....Oct. 107
(Another Non-Can Restoration) ..Apr. 97
Pacific National, Salt Lake City
(Errata) .....Sept. 89
Palmetto State Life, Columbia
(Executive Promotions) .....Apr. 97
Pan-American Life, New Orleans
(Founder's Day) .....May 83
(McGivney Dies) .....Oct. 108
(Goldman General Counsel) .....Nov. 90
(Home Office Changes) .....Mar. 47
Peninsular Life, Jacksonville
(Favorably Examined) .....Jan. 74
Penn Mutual, Philadelphia
(Public Relations Award) .....July 82
(H. O. Changes) .....Mar. 48
Phoenix Mutual, Hartford
(One Billion in Force) .....Nov. 90
(Holland President) .....Dec. 81
(Promotions) .....Feb. 45
Piedmont Life, Atlanta
(New Company) .....Apr. 98
Pilot Life, Greensboro
(Renewals at 4%) .....Sept. 90
Pioneer Mutual Life, Fargo
(Enters Hospitalization Field) ...Oct. 108
Postal Life, New York
(Examined) .....Aug. 73
(Foan Director of Agencies) .....Aug. 73
(Quadruple Protection) .....Mar. 48
Progressive Life, Atlanta
(Favorably Examined) .....Mar. 49
Protective Life, Birmingham
(Favorably Examined) .....Sept. 90
Provident Life & Accident, Chattanooga
(Executive Promotions) .....June 91
Provident Life, Bismarck
(Favorably Examined) .....Dec. 82
Provident Mutual, Philadelphia
(Wise Resigns) .....Dec. 82
(Cowles Agency V.P.) .....Jan. 74
(Executive Promotions) .....Feb. 46
Prudential, Newark
(Training Course) .....May 84
(Employing Married Women) ....May 85
(Facilitates Claim Payments) ....July 84
(Letter Writing Project Successful) July 85
(Western Home Office Opened) ..Aug. 74
(Compend—Correction Notice) ....Aug. 74
(Mortgages) .....Sept. 90
(Plain Talk) .....Nov. 90
(Agency Changes) .....Nov. 91
(Legal Changes) .....Dec. 82
(Counseling Service) .....Dec. 83
($500,000 Limit) .....Dec. 83
("On the Spot" Payments Increased) Jan. 74
(Maximum now $500,000) .....Jan. 75
(Low Rent Housing—Out) .....Feb. 46
(Executive Promotions) .....Mar. 49
($38,855 Suggestion Awards) .....Mar. 50
(Rutherford Vice President) ....Apr. 98
(McMillen New General Agent) ..Apr. 98
Public Savings Life, Charleston
(Examined) .....Jan. 75
Public Service Life, Seattle
(Taken over by Nat. Pub. Serv.)...Apr. 99
Puritan Life, Providence
(Favorably Examined) .....June 92
Reliance Life, Pittsburgh
(Favorably Examined) .....July 85
(Frederick Treasurer) .....Nov. 92
(Home Office Promotions) .....Mar. 50

Reliance Mutual, Chicago
(Examined) .....July 85
Republic National, Dallas
(D. I. to O) .....Oct. 108
Reserve Life, Dallas
(Cantwell V.P.) .....Nov. 92
Reserve Loan Life, Dallas
(Executive Promotions) .....Apr. 100
Rockford Life, Rockford
(Favorably Examined) .....Nov. 93
Rushmore Mutual, Rapid City
(Dean Executive V.P.) .....Feb. 47
(Dean Executive V. P.) .....Apr. 100
Security Life & Accident, Denver
(Takes over Western States Mut. Benefit H. & A.) .....May 86
(D. I. from 1) .....Nov. 93
Security Life & Trust, Winston-Salem
(Favorably Examined) .....Sept. 93
(Executive Changes) .....Mar. 51
Security Mutual, Binghamton
(Accident Benefits Increased) ....May 86
(Favorably Examined) .....Aug. 75
(Enters Non-Can Field) .....Jan. 75
(Agents' Committee) .....Feb. 48
(Carson Supt. of Agencies) .....Apr. 100
Service Life, Omaha
(Examined) .....June 92
Shenandoah Life, Roanoke
(Favorably Examined) .....Dec. 83
(Colhoun Director of Agencies) ...Mar. 52
Southern Dixie Life, Greensboro
(Changing Name to Southern Life) .....June 92
Southland Life, Dallas
(Enters A. & H. Field) .....June 92
(Enters A. & H. Field) .....July 86
Southwestern Life, Dallas
(Woods Succeeds O'Donnell) .....June 92
Southwest Reserve Life, Longview
(Examined) .....Sept. 93
Standard Insurance, Portland
(Conversion Option) .....Oct. 109
State Life, Indianapolis
(Garnett Actuary) .....Oct. 109
State Mutual Life, Worcester
(Ireland Retires) .....Dec. 84
(Passes Billion Mark) .....Feb. 48
Sun Life, Montreal
(Executive Changes) .....July 86
(U. S. Department Examined) ....Nov. 93
(Executive Promotions) .....Feb. 48
Sun Life of America, Baltimore
(Passes ¼ Billion Mark) .....Dec. 84
Teachers Insurance & Annuity, New York
(Favorably Examined) .....July 86
(Executive Changes) .....Jan. 76
Travelers, Hartford
(Executive Promotions) .....Feb. 48
(Filson Medical Director) .....Feb. 49
(Col. Howard Retires) .....Feb. 49
(Lyman Secretary) .....Mar. 52
Union Central, Cincinnati
(Ranck Heads Agency) .....Dec. 84
(¼ Century Club) .....Dec. 85
(Underwriting Changes) .....Apr. 101
Union Labor Life, New York
(Favorably Examined) .....Sept. 93
(Feay V.P. & Actuary) .....Jan. 76
Union Mutual, Portland
(100th Anniversary) .....Oct. 109
(Riders) .....Nov. 93
United Benefit Life, Omaha
(Home Office Addition) .....Oct. 110
United Fidelity, Dallas
(Waggoner Dies) .....May 86
(Waggoner, Jr., President) .....June 93
(Burgher Vice President) .....Aug. 75
United Insurance, Chicago
(Favorably Examined) .....Nov. 94
(Purchases Missouri Ind. Bus.) ...Jan. 79
United Life & Accident, Concord
(Favorably Examined) .....May 87
United States Life, New York
(Training Korean Life Officials) ..June 93
(Planning & Method Department.Aug. 75
(Moorhead Vice President) .....Dec. 86
(Major Changes) .....Jan. 77
Victory Mutual, Chicago
(Examined) .....Jan. 78
Volunteer State Life, Chattanooga
(Executive Promotions) .....Apr. 101
Washington National, Evanston
(Executive Promotions) .....Aug. 76
(Radio Programs) .....Nov. 94
West Coast Life, San Francisco
(Examination Favorable) .....Sept. 93
(Stewart President) .....Apr. 101
Western American, Reno
(Student Athletic Policy) .....Jan. 78
Western Life, Helena
(Favorably Examined) .....Aug. 76
(Kirk Secretary) .....Jan. 78
Western Mutual Life, Moline
(New Company) .....Mar. 52
Western States Mut. Ben. H. & A., Boise
(Taken over by Security L. & A.) .May 86
Wisconsin National, Oshkosh
(Favorably Examined) .....Nov. 94
(Executive Changes) .....Feb. 49
Woodmen Central, Lincoln
(Examined) .....May 87
Woodmen of the World, Omaha
(Purchases Western Union Bldg.) .May 87
World Insurance, Omaha
(Examined) .....May 87

LIST OF ADVERTISERS

Acacia Life, Washington, D. C. 49
Aetna Life, Hartford, Conn. 10
American Mutual, Des Moines, Iowa 101
American National, Galveston, Texas 35
Amicable Life, Waco, Texas 83
Atlantic Life, Richmond, Virginia 70
Atlas Life, Tulsa, Okla. 92
Bankers Life, Des Moines, Iowa 37
Bankers Life, Lincoln, Neb. 40
Bankers National Life, Montclair, N. J. 31
Barnes & Company, Norman, Chicago, Ill. .....Back Cover
Beneficial Life, Salt Lake City, Utah 95
Berkshire Life, Pittsfield, Mass. 41
Borchardt, Alvin, Detroit, Mich. 39
Boston Mutual Life, Boston, Mass. 16
Bowles, Andrews & Towne, Richmond, Va. 39
Burroughs Adding Machine Co., Detroit, Mich. 54–55
California-Western States Life, Sacramento, Cal. 34
Campbell, Jr., Donald F., Chicago, Ill. 39
Capitol Life, Denver, Colo. 78
Central Life Assurance, Des Moines, Iowa 30
Coates, Herfurth & England, San Francisco, Cal. 39
Columbia Ribbon & Carbon Mfg. Co., Inc., Glen Cove, N. Y. .. 65
Columbian National, Boston, Mass. 90
Commonwealth Life, Louisville, Ky. 94
Continental Assurance, Chicago, Ill. 43
Cothran, James R., Atlanta, Ga. 39
Dawson & Son, Inc., Miles M., New York, N. Y. 39
Edgewater Beach Hotel, Chicago, Ill. 91
Edison, Inc., Thomas A., West Orange, N. J. 59
Equitable Life, Des Moines, Iowa 75
Equitable Life, New York, N. Y. 107
Fackler & Co., New York, N. Y. 39
Federal Life & Casualty, Detroit, Mich. 14
Federal Life, Chicago, Ill. 22
Fidelity Mutual Life, Philadelphia, Pa. 90
Filing Equipment Bureau, Boston, Mass. 64
First Boston Corp., The, New York, N. Y. 45
Franklin Life, Springfield, Ill. 27
Gabriel, A. G., Detroit, Mich. 39
Gadlow, David B., San Francisco, Cal. 4
General American Life, St. Louis, Mo. 48
George Washington Life, Charleston, W. Va. 42
Great Southern Life, Houston, Texas 76
Groves, W. E., New Orleans, La. 39
Guarantee Mutual Life, Omaha, Neb. 44
Haight, Davis & Haight, Inc., Indianapolis, Ind. 39
Illinois Bankers Life, Monmouth, Ill. 36
Institute of Real Estate Management, Chicago, Ill. 3
International Business Machines Corp., New York, N. Y. 50
John Hancock Mutual Life, Boston, Mass. 12
Lafayette Life, Lafayette, Ind. 83
Liberty Life, Greenville, S. C. 17
Liberty National, Birmingham, Ala. 86
Life of Georgia, Atlanta, Ga. 92
Life of Virginia, Richmond, Va. 38
Life Underwriters Credit Corp., Minneapolis, Minn. 71
Lutheran Mutual, Waverly, Iowa 96
Manufacturers Life, Toronto, Can. 82
Massachusetts Indemnity, Boston, Mass. 26
Metropolitan Life, New York, N. Y. 9
Midwest Life, Lincoln, Neb. 85
Minnesota Mutual Life, St. Paul, Minn. 97
Monarch Life, Springfield, Mass. 94
Monumental Life, Baltimore, Md. 84
Mutual Life, New York, N. Y. 5
Mutual Savings Life, St. Louis, Mo. 84
National Life & Accident, Nashville, Tenn. 89
National Life, Montpelier, Vt. 72
National Reserve Life, Topeka, Kan. 85
Nelson and Warren, St. Louis, Mo. 39
North American Life, Chicago, Ill. 89
Occidental Life, Los Angeles, Cal. 80
Occidental Life, Raleigh, N. C. 88
Ohio National Life, Cincinnati, Ohio 79
Old Line Life, Milwaukee, Wis. 93
Pacific Mutual Life, Los Angeles, Cal. 23
Parsons Paper Co., Holyoke, Mass. 58
Paul Revere Life, Worcester, Mass. 42
Peoples Life, Frankfort, Ind. 91
Philadelphia Life, Philadelphia, Pa. 74
Policyholder's National Life, Sioux Falls, S. D. 85
Provident Life, Bismarck, N. D. 82
Provident Mutual Life, Philadelphia, Pa. 6
Remington Rand (ABC Division), New York, N. Y. 68
Remington Rand (Systems Division), New York, N. Y. 56
Rising Paper Co., Housatonic, Mass. 67
Royal Typewriter Co., Inc., New York, N. Y. 60
Shenandoah Life, Roanoke, Va. 88
Sikes Co., Inc., The, Buffalo, New York 66
Speakman, Frank M., Philadelphia, Pa. 39
Standard Life, Indianapolis, Ind. 73
State Life, Indianapolis, Ind. 100
Statler Hotel, New York, N. Y. 87
Sterling Insurance, Chicago, Ill. 28
Sun Life of America, Baltimore, Md. 100
Sun Life Assurance, Montreal, Canada 102
Travelers Insurance, The, Hartford, Conn. 2
Tressel & Associates, Harry S., Chicago, Ill. 39
Underwood Corp., New York, N. Y. 63
Union Mutual Life, Portland, Maine 98
United Fidelity Life, Dallas, Texas 24
Western and Southern Life, Cincinnati, Ohio 32
Wisconsin National Life, Oshkosh, Wisconsin 79
Wolfe, Corcoran and Linder, New York, N. Y. 39
Woodward and Fondiller, Inc., New York, N. Y. 39
Woodward, Ryan, Sharp & Davis, New York, N. Y. 39